



U.S. Army Contracting Command



Contracting Support to the Warfighter

**Letterkenny Business
Opportunity Showcase
9 June 2011**

**Ms. Cathy Dickens
Executive Director/PARC
Army Contracting Command-Redstone**





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U.S. Army Contracting Command



Mission

Provide global contracting support to warfighters through the full spectrum of military operations.

Vision

A professional workforce providing quality contracting solutions in support of our warfighters.



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U.S. Army Contracting Command

GENERAL ORDERS
No. 6

GO 6
HEADQUARTERS
DEPARTMENT OF THE ARMY
WASHINGTON, DC, 22 August 2002

ESTABLISHMENT OF THE UNITED STATES ARMY CONTRACTING AGENCY (ACA)

1. Effective 1 October 2002, the Director for the Army Contracting Agency (ACA) will perform the following new mission:

The Director, ACA is responsible to the Assistant Secretary of the Army (Acquisition, Logistics & Technology) (ASA(ALT)). The ACA will be a field operating agency (FOA) under ASA(ALT) and headquartered in the National Capital Region (NCR). The mission of the ACA is to provide command and control of the regional and installation contracting offices, the U.S. Army Information Technology, E-Commerce, and Commercial Contracting Center (ITECC), and the contingency contracting function. The ACA will ensure that Army contracting is reshaped to—

- Consolidate similar and common use contracts to reduce duplication and leverage economies of scale;
- Complete the implementation of centers and satellites contract requirements consolidation;
- Reduce management overhead and realign personnel to maximize efficient and effective operations; and
- Ensure continued small business emphasis.

2. Effective 1 October 2002, ACA, unit identification code (UIC) W4QSAA, is established as a FOA reporting to the ASA(ALT), responsible for ITECC and two continental United States (CONUS) regional contracting centers. The ITECC will be established for Army enterprise-wide buying capability for common use information technology and commercial items. The CONUS regional contracting centers will divide the CONUS contracting structure along geographical lines and will align with and complement the Installation Management Agency (IMA) realignment plan. The ACA, in coordination with affected organizations, will determine organizations, manpower, equipment, associated resources, and functional responsibilities to be transferred or provided in support of the consolidation of U.S. Army contracting.

3. The ACA will coordinate with Headquarters, Department of the Army (HQDA) officials for all Planning, Programming, Budgeting Execution Systems and operational matters.

4. The ACA will identify subordinate directorates with full responsibility for all fiscal, financial accounting, fund distribution, and operational matters.

5. The Agency will consist of two subordinate CONUS regions (North and South), a Center (ITECC), and five outside continental United States (OCONUS) contracting commands or elements, with each of the eight directors or commanders reporting to and rated by the Director, ACA. The CONUS and OCONUS UICs and locations are established as follows:

Urgent Reform Required: Army Expeditionary Contracting



Report of the "Commission on Army Acquisition and Program Management in Expeditionary Operations"



SECRETARY OF THE ARMY
WASHINGTON

30 JAN 2008

MEMORANDUM FOR

ACTING ASSISTANT SECRETARY OF THE ARMY (ACQUISITION, LOGISTICS AND TECHNOLOGY)
COMMANDING GENERAL, U.S. ARMY MATERIEL COMMAND
DIRECTOR, U.S. ARMY CONTRACTING AGENCY

SUBJECT: Realignment of the U.S. Army Contracting Agency and Establishment of the U.S. Army Contracting Command

1. To improve mission support to our deployed forces and implement the Gansler Commission recommendations on Army Acquisition and Program Management, I direct the realignment of the U.S. Army Contracting Agency (ACA) under the U.S. Army Materiel Command (AMC). I further direct the establishment of the U.S. Army Contracting Command (ACC). The realignment of ACA is effective the date of this memorandum. This realignment will provide a more effective structure through which to execute expeditionary and installation contracting efforts. Within the next 30 days AMC will develop and present for my approval, a concept plan to facilitate the expeditious and orderly transition of ACA and establishment of the ACC.

2. Establishment of the ACC will occur as soon as practicable. Immediately upon realignment, AMC will assume responsibility for the ACA and its missions and functions as described in Headquarters, Department of the Army General Orders No. 6, *Establishment of the United States Army Contracting Agency (ACA)*, dated 26 September 2003, paragraphs 1-9. In conjunction with this transfer of responsibility, the Commanding General, AMC shall establish the ACC to assume these missions and functions. The Army-wide contracting policy and oversight functions described in General Orders No. 6 (2003), paragraph 10, and associated personnel and support resources, shall be realigned under the Office of the Assistant Secretary of the Army (Acquisition, Logistics and Technology) (ASA(ALT)).

3. This realignment will be permanently documented in a formal rescission of General Orders No. 6. The Office of the ASA(ALT) will prepare an Army-wide staff action that will address the transfer of the ACA to AMC. Because of the importance of this action, such formal staffing will be completed expeditiously.

Pete Geren

GENERAL ORDERS
No. 2009-20

GO 2009-20
HEADQUARTERS
DEPARTMENT OF THE ARMY
WASHINGTON, DC, 8 July 2009

ESTABLISHMENT OF THE UNITED STATES ARMY CONTRACTING COMMAND AS A MAJOR SUBORDINATE COMMAND OF THE UNITED STATES ARMY MATERIEL COMMAND

1. Effective 30 January 2008, by order of the Secretary of the Army, the United States Army Contracting Command (ACC) was established as a Major Subordinate Command of Army Materiel Command (AMC). The mission of the ACC is to provide global contracting support to warfighters through the full spectrum of military operations. This General Order further documents the establishment of the ACC, and it reads: Headquarters, Department of the Army General Order Number 6, *Establishment of the United States Army Contracting Agency (ACA)*, dated 26 September 2003.

2. The former United States Army Contracting Agency (ACA), headquartered at 5169 Leesburg Pike, Suite 302, Falls Church, VA with the sites elements listed below, and all components thereof, are realigned under the ACC:

United States Army Contracting Region, South (UIC: W6BBA4)
Fort McPherson, GA

United States Army Contracting Region, North (UIC: W6BAAA)
Fort Monmouth, VA

United States Army Information Technology, E-Commerce and
Commercial Contracting Center (ITECC) (UIC: W6BAAA)
Alexandria, VA

United States Army Contracting Center of Excellence, Derivative
under ITECC (UIC: W6A804)
Pentagon, Washington, DC

United States Army Contracting Command – Europe B
(UIC: W6PAA4)
Seckelheim, Germany

United States Army Contracting Command – Southwest Asia
(UIC: W6BFAA)
Fort McPherson, GA

United States Army Contracting Command – Korea
(UIC: W6BFAA)
Unit: 15288, APO AP 96205-0082

*This General Order supersedes Department of the Army General Order 6, dated 26 September 2003.

**General Order #6
Establishment of
Army Contracting Agency,
Oct 02**

Gansler Report, Oct 07

**Realignment of ACA
to AMC, Jan 08**

**General Order #20
Establishment of ACC, ECC
and MICC, Jan 08**



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U.S. Army Contracting Command

Army Contracting Command Organization

★★★★
Army Materiel
Command

Assistant Secretary
of the Army for
Acquisition, Logistics,
& Technology

★★
Army Contracting
Command (ACC)
(Fort Belvoir, VA)

of Personnel
Auth / On Board
Mil – 835/532
Civ – 5356/5058

★
Expeditionary
Contracting
Command (ECC)
Fort Belvoir, VA

Army Contracting Command
Redstone
(Huntsville, AL)

Army Contracting Command
National Capital Region
(Alexandria, VA)

★
Mission & Installation
Contracting
Command (MICC)
(Fort Sam Houston, TX)

408th CSB USARCENT
Fort McPherson, GA

412th CSB USARNO
FSH, TX
(06/12 FT HOOD, TX)

409th CSB USAREUR
Seckenheim, GE

413th CSB USARPAC
Fort Shafter, HI

410th CSB USARSO
FSH, TX

414 CSB USARAF
(1 OCT 12)

411th CSB USFK
Yongsan, ROK
(06/12 FT BRAGG, NC)

Contracting
Command Korea
Yongsan, ROK
(06/12)

Army Contracting Command
Aberdeen Proving Ground
(APG, MD)

Army Contracting Command
Warren
(Warren, MI)

Army Contracting Command
Rock Island
(Rock Island, IL)

Army Contracting Command
Picatinny
(Picatinny, NJ)

SDDC
Contracting Center
(Scott AFB, IL)

HCA Only

OPM-SANG
Contracting Center
(Riyadh, SA)

ILC
Eustis, VA

ILC
FSH, TX

ILC
Leavenworth, KS

ILC
Fort Knox

ILC
Fort Belvoir, VA

ILC/411th CSB
Fort Bragg, NC
(06/12)

ILC
JBLM

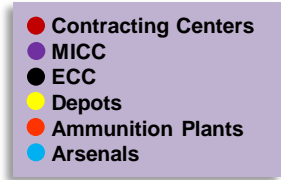
ILC/412th CSB
Fort Hood, TX
(06/12)

117+
Locations

117+

Locations

Letterkenny AD





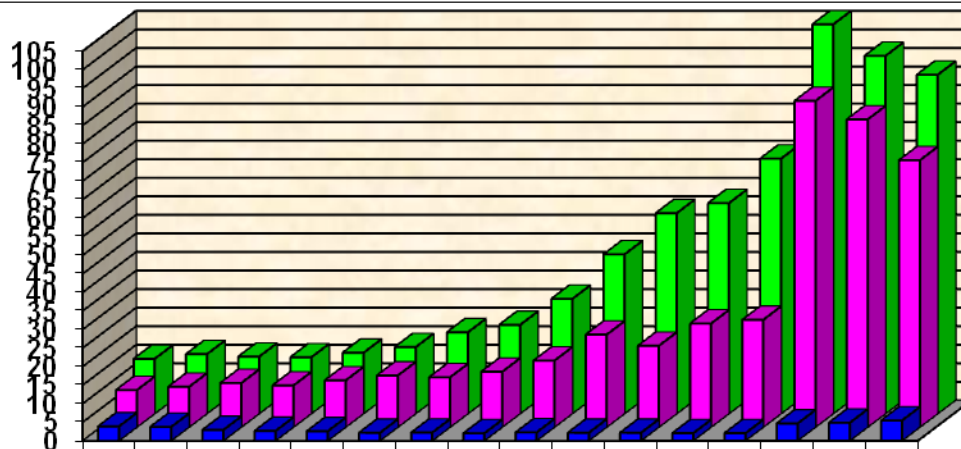
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ACC Trends & Impacts

■ People ■ Actions > \$100K ■ Total Dollars in Billions



3,905 people

5,500 people

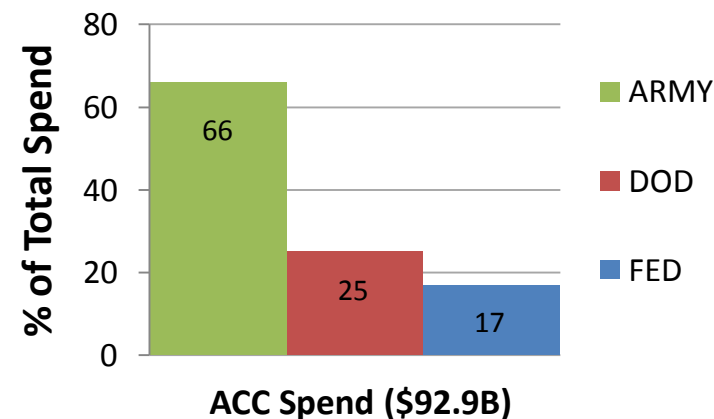
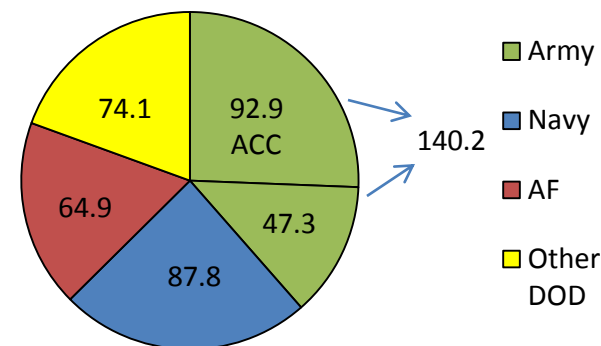
Former AMC Command Contracting

New ACC

Gansler Report
31 Oct 07

FY10

DOD Spend (\$367.0B)





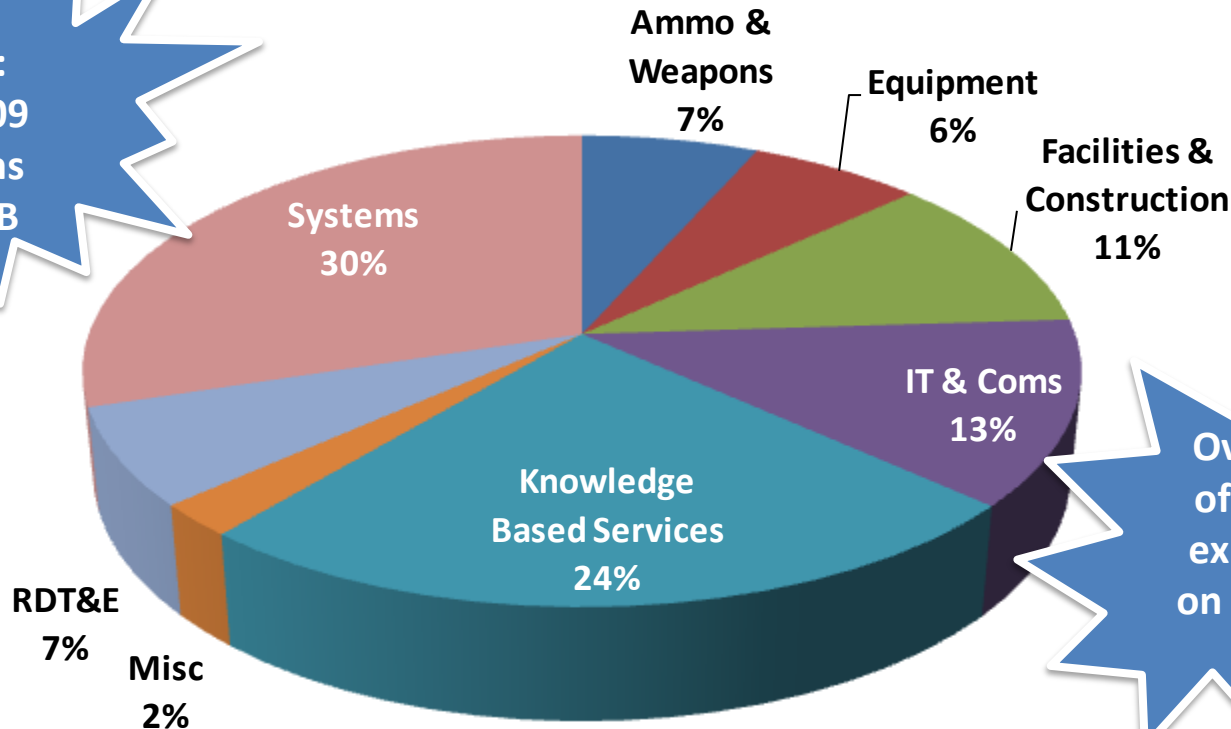
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What ACC Procures

**FY10:
261,109
Actions
\$92.7B**



**Over 50%
of dollars
expended
on Services**

- PEOs/PMs
- ASCC

- IMCOM
- NETCOM

Major Customers

- AMC
- USAR

- ATEC
- TRADOC

- FORSCOM
- DA Staff

-PEO/PM: Program Executive Office
Program/Project/Product Manager

IMCOM: Installation Management Command

AMC: Army Materiel Command

ATEC: Army Test and Evaluation Command

FORSCOM: United States Army Forces Command

ASCC: Army Service Component Command

NETCOM: Network Enterprise Technology Command

USAR: United States Army Reserve

TRADOC: United States Army Training and Doctrine
Command

DA Staff: Department of the Army Staff



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ACC Strategic Priorities

- **Grow and develop a professional civilian and military workforce**
- **Maintain superior customer focus**
- **Standardize, improve and assure quality business processes and policies across the organization**
- **Obtain and maintain needed resources**
- **Enhance Working Environment/Quality of Life**

Supports Implementation of Gansler Report Recommendations



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OSD Better Buying Power Initiatives

Five Key Initiatives

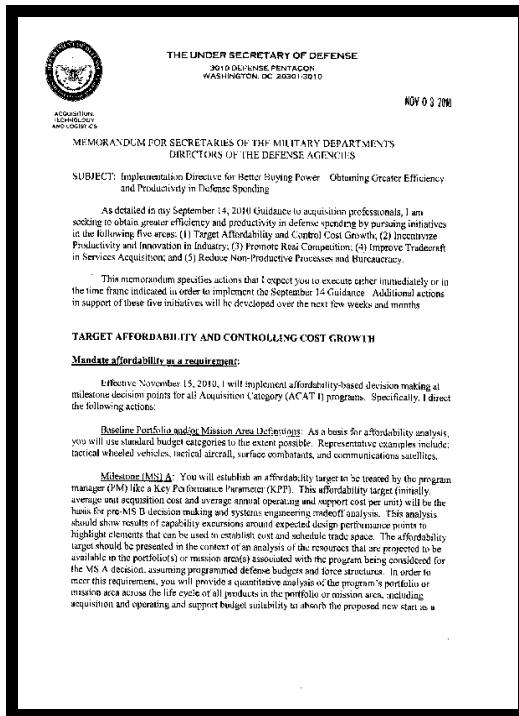
Target Affordability and Control Cost Growth

Incentivize Productivity & Innovation in Industry

Promote Real Competition

Improve Tradecraft in Acquisition of Services

Reduce Non-Productive Processes and Bureaucracy



OSD's Implementation Directive for
Better Buying Power (3 Nov 10)

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Expeditionary – Responsive - Innovative



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Results: Guidance Roadmap

Target Affordability and Control Cost Growth

- Mandate affordability as a requirement
 - At MS A (aka Technology Development Decision) set affordability target as a Key Performance Parameter
 - At MS B (aka Product Development Decision) establish engineering trades showing how each key design feature affects the target cost
- Drive productivity growth through Will Cost/Should Cost management
- Eliminate redundancy within warfighter portfolios
- Make production rates economical and hold them stable
- Set shorter program timelines and manage to them

Incentivize Productivity & Innovation in Industry

- Reward contractors for successful supply chain and indirect expense management
- Increase the use of FPIF contract type where appropriate using a 50/50 share line and 120 percent ceiling as a point of departure
- Adjust progress payments to incentivize performance
- Extend the Navy's preferred supplier program to a DoD-wide pilot
- Reinvigorate industry's independent research and development and protect the defense technology base

Promote Real Competition

- Present competitive strategy at each program milestone
- Remove obstacles to competition
- Allow reasonable time to bid
- Require non-certified cost and pricing data on single offers
- Require open system architectures and set rules for acquisition of technical data rights
- Increase dynamic small business role in defense marketplace competition

Improve Tradecraft in Acquisition Services

- Create a senior manager for acquisition of services in each component, following the Air Force's example
- Adopt uniform taxonomy for different types of services
- Address causes of poor tradecraft in services acquisition
 - Assist users of services to define requirements and prevent creep via requirements templates
 - Assist users of services to conduct market research to support competition and pricing
 - Enhance competition by requiring more frequent re-compete of knowledge-based services
 - Limit the use of time and materials and award fee contracts for services
 - Require that services contracts exceeding \$1B contain cost efficiency objectives

Increase small business participation in providing services

Reduce Non-Productive Processes and Bureaucracy

- Reduce the number of OSD-level reviews to that necessary to support major investment decisions or to investigate and respond to significant program execution issues
- Eliminate low-value-added statutory processes
- Reduce by half the volume and cost of internal and congressional reports
- Reduce non-value-added overhead imposed on industry
- Align DCMA and DCAA processes to ensure work is complementary
- Increase use of Forward Pricing Rate Recommendations (FPRRs) to reduce administrative costs

Blue = PM

Red = Contracting

Orange = DASA(Services) and requiring activity

Green = OSD

Purple = Joint PM/Contracting

Sept 14, 2010



Better Buying Power - Impact Summary

- More frequent competition for services work--every 3 years in most cases, instead of the current 5 years
- More service contracts going to small business
- Increased reliance on fixed-price type contracts under certain conditions
- Better research into market conditions to get a clear idea of appropriate contract pricing



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External Oversight & Political Environment





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Questions